

Encon Leads Training Movement with Second Combo Seminar in Two Months

On September 15th leading wholesale distributor Encon Electronics teamed up with gate operator manufacturer All-O-Matic and BD Loops for their second seminar in two months. Encon strives to lead the industry with quality, informative training opportunities like this seminar.

All-O-Matic National Sales Manager, Luis Gutierrez, began the workshop by outlining the reasons to install All-O-Matic operators. "Our operators are made in the United States and we only sell gate operators. We consider ourselves the "dealer's manufacturer" because we cater to the dealers' needs. We provide replacement parts free of charge and we repair our boards regardless of age at no extra cost," Gutierrez added.

He then discussed the disadvantages of brush motors. "Brush motors are prone to sparks and wear and tear. They generate radio noise and can interfere with television visibility. They are also much harder to cool in severe temperature environments and are far less efficient in high traffic applications." Lastly, Gutierrez pointed out replacement brushes only have 2/3 the life span of the original brush.

All-O-Matic is the only manufacturer in the gate operator industry to use a brushless DC motor and Gutierrez effectively outlined the advantages of going brushless. "The operator functions more efficiently because the windings are on the outside. There is virtually no sparking and less noise overall." One attendee found this portion of the seminar to be the most helpful. "The overview of the brushless motor and explanation of DC versus AC motors was very informative," Clayton Johnson from T.D. Access Control said. "Free education is priceless," he added.

Next, Gutierrez detailed All-O-Matic's extensive DC operator line providing specifications for their swing, slide and overhead gate operators. He then passed the microphone to Head Engineer and 15 year All-O-Matic veteran Fortino Tarula. He provided the technical aspects of their comprehensive DC operator line and detailed the circuit board and its diagnostic features.

According to Tarula, "The All-O-Matic board integrates all the controls in one device. This is very dynamic and saves the installer money." Additional features of their unique control board include a single dipswitch to program fail safe/fail secure modes and torque and sensitivity adjustments for open and close settings. Tarula explained, "The open close feature takes into account slopes in either direction which is ideal for uphill installations," Tarula explained. He concluded the All-O-Matic portion with a Q&A session with attendees. After enjoying a lunch provided by Encon, the group prepped for the BD Loops portion.

BD Loops General Manager Brian Dickson led the second segment with a comprehensive overview of "everything you need to know about loops". Dickson began with how a loop operates. "Inductance is the change of electrical current. Therefore anything that can conduct electricity can result in detection. Inductance is only present in AC electricity," Dickson added.

Next he discussed the various loop types available including direct burial, saw-cut and preformed loops and the specific rules required to install loops properly. "Direct burial loops are for use under concrete pours, pavers, hot asphalt and dirt roads. When installing direct burial loops, avoid air pockets, offset the loop from the rebar pattern on a concrete pour and run the lead-in **under** the rebar in PVC. He added, "Loops should be installed two feet from every curb, four feet from the gate and four feet from every other loop."

Gary Gorman of Access Control in Sonoma, Calif. found Dickson's instruction extremely helpful. "After listening to BD Loops' installation guidelines, I know I can do the job right" Gorman said.

Dickson continued his presentation with how to troubleshoot loop installations. Throughout this segment he used valuable displays to demonstrate potential problems and solutions. "The displays helped explain how their loops are superior to other products," Ponch Robles from Los

Gatos Iron Works said. "Dickson's visual props helped communicate the technical information effectively and kept the attention and interest of the group," Encon's Sales Director Joe Weber added.

The seminar concluded with an overview of the BD Loops product line. Dickson emphasized the superior feature that differentiates their product from other manufacturers. "Our loops are designed with a thick polyethylene outer jacket that protects the wire. This durable outer covering eliminates air pockets and makes our loops quicker to install. They are also heat, cold, and water resistant."

Encon General Manager Jeff Harris said, "Our hands-on training workshops are a perfect opportunity to increase installation knowledge and skills. Combination seminars like this one offer a variety of content and access to multiple manufacturers in one day," Harris added.

October 20th Encon will host leading manufacturer, Viking Access Systems, for a full day seminar featuring Viking Technical Engineer, Daniel Perez. The following month, gate operator and access control company, Linear Corporation, will conduct a seminar at Encon on Thursday, November 17, 2011. Call 800-782-5598 or visit www.EnconElectronics.com for registration details.